

*To Make America More Beautiful and Fruitful*

# AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. LII No. 6

SEPTEMBER 15, 1930

Per Copy 20c

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**American Association of Nurserymen**—Charles Sizemore, secy., Louisiana, Mo. 1931: Detroit, Mich.

**Alabama Nurserymen's Association**—H. A. Pauly, Secy., Birmingham.

**Arkansas Nurserymen's Ass'n.**—J. E. Britt, Secy., Bentonville.

**California Assn. of Nurserymen**—Henry W. Kruckeberg, 340 S. San Pedro St., Los Angeles, Cal. Sept. 26-28, 1930, Fresno.

**Connecticut Nurserymen's Association**—A. E. St. John, Secy., Manchester.

**Eastern Canada Nurserymen's Association**—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

**Eastern Nurserymen's Association**—H. Lloyd Haupt, Secy., Hatboro, Pa.

**Fruit and Flower Club of Western New York**—Charles M. Henion, Mercantile Bldg., Rochester, N. Y.

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**Kansas Nurserymen's Association**—W. R. Martin, Secy., Wathena.

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**Nebraska Nurserymen's Association**—Ernst Herminghaus, Secy., Lincoln.

**New England Nurserymen's Association**—W. N. Craig, Secy., Weymouth, Mass.

**New Jersey Association of Nurserymen**—Fred D. Osman, secy., New Brunswick. Feb. 1931: Newark.

**New York Nurserymen's Association**—Charles J. Maloy, secy., Rochester.

**Northern Retail Nurserymen's Association**—C. H. Andrews, secy., Faribault, Minn.

**Ohio Nurserymen's Association**—G. Walter Burwell, secy., Columbus.

**Oklahoma Nurserymen's Association**—Mrs. W. E. Rey, 2545 W. 13th St., Okla. City.

**Pacific Coast Association of Nurserymen**—C. A. Tonneson, Secy., Burton, Wash. 1931: Tacoma, Wash.

**Pennsylvania Association of Nurserymen**—Floyd S. Platt, secy., Morrisville, Pa. Winter meeting, Harrisburg.

**Rhode Island Nurserymen's Association**—Chas. Kempenaar, Portsmouth.

**Rio Grande Valley Nurserymen's Assn.**—H. L. Bonnycastle, secy., Mercedes, Tex.

**Rocky Mountain Nurserymen's Assn.**—Chas. C. Wilmore, Secy., Box 382, Denver

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First Forms: - 8th each month  
Last Forms: - 10th each month

If proofs are wanted, copy should be in hand previous to above dates

American Fruits Publishing Company, P. O. Box 124, Rochester, N. Y.



## AMERICAN NURSERYMAN — September 15, 1930

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

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"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

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RALPH T. OLCOTT

Editor, Manager.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

30 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

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**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and rates the welfare of the Nursery Trade above every other consideration.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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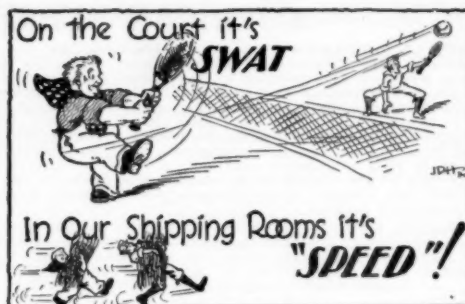
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# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y., Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES—BYRON

Vol. LII

ROCHESTER, N. Y., SEPTEMBER 15, 1930

No. 6

## Pulse and Temperature of Nursery Business

### Recording Thereof a Feature of Twentieth Annual Convention of California Association of Nurserymen—Government's Activity in Nursery Business Criticised

Twentieth annual convention of the California Association of Nurserymen will be held at Armstrong Assembly Hall in Ontario, Cal., Sept. 25-27. President John A. Armstrong, Ontario, will preside. Address of welcome will be by Major F. P. Williams; response by M. H. Jackson, Fresno. President Armstrong's address will be followed by Treasurer Jackson's and Secretary Henry W. Kruckeberg's annual reports and remarks by R. D. Hartman, San Jose, chairman board of directors.

Committee reports will be presented by chairmen as follows:

Arbitration, Edw. H. Rust, Pasadena.  
Plant Standardization, H. J. Scherer, Compton.

"What Business Has the Government in the Nursery Business?"—R. E. PAGE, The Page Nursery Co., Chino.

"Figuring Profits and Dividends in the Nursery Business"—GEORGE C. ROED-ING, Jr., President California Nursery Co., Niles.

#### THURSDAY EVENING

"Public Parks and Gardens: The Show Windows for Nursery Plant Products"—GILBERT L. SKUTT, Superintendent Pasadena Parks.

"Producing Landscape Pictures with Nursery Plant Products:" An illustrated address—CHARLES G. ADAMS, Landscape Architect, Los Angeles.

#### FRIDAY MORNING, SEPTEMBER 26

"Commercial Camellia Culture: The Best Varieties to Grow"—TOICHO DOMOTO, Domoto Brothers, Oakland.

"Some Cultural Experiences with Camellias"—F. G. PETERSON, Lindo Nursery Co., Chico.

"Fertilizers: Their Various Forms, Actions and Reactions in California Soils"—BYRON L. REYNOLDS Bandini, Fertilizer Co., Los Angeles.

New Roses: An Address Illustrated with Living Specimens"—FRED H. HOWARD, Howard & Smith, Monticello.

"The State Nurserymen's License: Its Objects, Achievements and Detailed Costs"—G. E. WOODHAMS, Superintendent Nursery Service, California Department of Agriculture, Sacramento.

#### FRIDAY AFTERNOON

"Attend to Business: A Banker's Suggestion to Nurserymen"—HERMAN NATER, Bank of Italy, Los Angeles.

"A Specialist Feels the Pulse and Takes the Temperature of the Nursery Business"—WILLIAM DEXTER CURTIS, President California Industrial Clearing House, Los Angeles.

"Recent Observations in Bud Variation and Bud Selection with Deciduous Fruits"—A. D. SHAMEL, Principal Physiologist Bureau of Plant Industry, U. S. Dept. of Agriculture, stationed at Riverside, California.

"Nursery Stock Investigations the Past Year; Budding Roses in the Canes"—L. B. SCOTT, Senior Pomologist Bureau of Plant Industry, U. S. Dept. of Agriculture, stationed at Shafter, California.

For Saturday, Sept. 27, the local committee on arrangements has arranged an automobile ride to points of interest including stops at principal Nurseries in the valley, serving luncheon in one of the parks.

**Feeds His Enemies**—Birds that attacked the 1929 crop of pine seedlings in the Texas State Forest Nursery readily accepted a substitute meal of oats that was offered to them by the Nursery superintendent, V. V. Bean, reports the United States Forest Service. When scarecrow and shotgun had been tried without success Mr. Bean scattered some oats in the paths between the

Legislation, T. D. Chenoweth, Beverly Hills.

Transportation, J. D. Meriwether, San Fernando.

Insects, Disease, Roy F. Wilcox, Montebello.

California Gardens, Arthur E. Howard, Montebello.

Native Vegetation, Theodore Payne, Los Angeles.

Arboretums, Ernest Brauntun, Los Angeles.

Plants and Flowers, R. E. Page, Chino.

Deciduous Fruits, J. E. Bergtholdt, New Castle.

Citrus-Tropical Fruits, F. A. Tetley, Jr., Riverside.

Viticulture, S. A. Gebhart, Fresno.

Publicity, Geo. C. Roeding, Jr., Niles.

Program, J. M. Asher, Los Angeles.

Trade Exhibits, J. C. Watt, Ontario.

Roeding Memorial, Ernest Brauntun, Los Angeles.

### Taxing Nursery Stock

In his address at the annual convention of the Southwestern Nurserymen's Association in Dallas, Tex., President Eugene Howard said:

**Taxing Nursery Stock:** One thing of grave concern to us all and a thing that would be ruinous to the whole Nursery industry, a thing that if strictly applied and rigidly enforced would stop all progressive developments and set us back fifty years or more, making it necessary to begin all over again, after a few years, is the taxing, by city, county and state, of growing Nursery stock. There is no Nursery that could survive if compelled to pay taxes on the reasonable selling value of the growing Nursery stock. We all have train loads of stock that may never sell. It may be out of date, the demand may change, it may be destroyed by hail or by storm or drought. There are a thousand kinds of insects and other enemies of plants that would cause your Nursery stock to be a liability. It has no tangible value until it is sold and collected for. It is perishable and uncertain. It has no more value that does a field of cotton that has not produced a bale. There are so many uncertainties and no certainties at all. It is always a liability until it is marketed. Only last winter a large percent of the Nursery stock in the Southwest was either killed or made unsalable and most likely a few of us will never fully recover from the loss we took because of the severe freezes.

The Nursery business is a beautiful business, but at the same time a hazardous one that requires good judgment, careful management and caution combined with a progressive program.

There is a growing tendency to try to tax Nursery stock. It is being done in certain isolated cases, but today there are not ten percent of the Nurseries in our territory that could survive this tax. Some of them are tottering as it is, and hanging in the balance between complete failure and the hopes of somehow riding it out to success.

Drought this year has been a menace to the Nurseries. You might as well tax the eggs a hen is supposed to lay as the money a Nurseryman will get for his stock. There are many experiments most of us make trying to develop new things and because of these experiments we have on hand a lot of material that has no market value.

Is it wise to let this thing ride until it ruins us or should we recognize the danger and prepare to meet it?

**New York Association Outing**—About seventy attended the boat trip from Rochester to Cobourg, Canada, including several Nurserymen from other states. These outings are entirely for relaxation, no business session being planned.

**Nurseries Start the Series**—The fall series of industrial exhibits at the main office of the First National Bank and Trust Company, Elmira, N. Y., was started Aug. 30 by the Hoffman Nurseries.

Trade exhibits will be in charge of J. C. Watt, Ontario, Cal. Annual banquet at Ontario Hotel, association headquarters with address by Alfred Cookman, Pomona, on "The Romance of Bird Life: Its Application to Plants and Gardens."

Nursery beds. The birds soon found and devoured the oats, and then flew away almost without touching a seedling. Oats were scattered in the Nursery paths every day thereafter with the same results until the seedlings had passed the tender age at which they were attractive to the birds. One bushel of oats gave protection for the season.



# A Model Trade Association President's Address

Eugene Howard Re-elected to Serve Southwestern Association Another Term Sets the Pace For the Coming and Still Other Years Ahead

**B**ECAUSE of that ancient and accepted rule or custom of the "President's Address" at this particular stage of the program, I stand before you at this time. It is my hope to be able to say something to you of the vital things concerning our welfare as Nurserymen and business men and concerning us as an organized body.

**Program:** Our program has been written under the able guidance of Messrs. Edward L. Baker, Munson, Foster and Wolfe. It was written with the idea of trying to give interesting, helpful information regarding the things that concern us in the administration of our individual business affairs. Some of the things we wanted could not be arranged for; there was not sufficient time for everything, and some of the speakers desired could not be secured at this time, but the committee has worked faithfully and has prepared a program that I trust will meet with your approval and merit your complete attention.

**What We Do and Should Do:** Perhaps I have taken more seriously than was necessary the responsibility that was placed on me as President of your organization; but, whether this is the case or not or whether that attitude is best or otherwise, I have given very serious thought to certain conditions, customs and practices which more or less concern us all.

If I understand our policy, as an organization, it has been one of peace—keeping our hands off the dangerous things, avoiding the problems that we might not agree on. There seems to have been no definite goal at stake, no firm program of procedure to meet the real issues and fight for their accomplishment. Our custom seems rather to have been to have our annual meetings and programs, discussing the things we like to hear, and then go back home and attempt to solve, as individuals, the more vital things that are really the work of the combined force of the Nursery organization.

Due to the fact that the official family of the association is scattered throughout the vast territory of Texas and Oklahoma, the lack of a definite policy of procedure and to my own limited time and ability I have done so little that it is a sad story.

There is so much that should be done, things of vital interest to all, and things that can only be accomplished by the combined force of a strong organization working together in complete harmony with the purpose in mind, not to serve a selfish interest but only to correct those things that threaten the welfare of the business as a whole. There is enough business ability among the present members of our organization to do these things, and there are other men who should be with us and would be with us if we were doing the things as an organization that we stand for as individuals.

**Executive or Working Committee:** We need an executive committee or a working committee that is selected for the sole purpose of serving and not selected for the purpose of doing honor to some one. We need an executive committee that is not scattered to the four winds of the earth, but situated so they can keep in touch with each other

and men who understand the dangers that are ahead, and men who are willing to sacrifice some of their time and money to the interest of us all.

We need a definite policy and program, something to work to in a concerted way and not a haphazard hit and miss habit of each succeeding administration groping in the dark because there is no definite policy and no working force.

I believe the clause of our constitution that provides for the executive committee should be amended so as to add two members chosen by the president, allowing him to select two assistants solely from the standpoint of serving. Personally I have had wonderful cooperation from the members of the executive committee, but it takes days to reach them all and get replies. There is no possible chance of getting together without a great loss of time and money and it is next to impossible to go into general conditions through correspondence.

**Time Required:** The things we need to do cannot be done in a day. It takes time, deep laid plans, a long period of education, a definite plan of procedure, showing our own members the growing tendencies along certain lines, convincing them of the importance of correcting certain practices and the dangers that are ahead.

**Facing the Issues:** In my judgment, there are certain vital issues that we should meet fearlessly and firmly. I believe a firm, definite policy meets the approval of most of us as individuals. We, I believe, approve of people who stand for something, people of firm, unwavering purpose. Surely no other policy will accomplish the things that should be accomplished in our organization.

**Understanding:** If I were to reduce our problems to one word, this word would be **understanding**. The lack of sympathetic understanding has been the cause of a large portion of the grief, hardships and difficulties that have afflicted the human race since the dawn of its unwritten history. Getting the other fellow's viewpoint, understanding his difficulties and problems will often change our own attitude and soften our convictions to the extent of making us want to help rather than to condemn.

**Honest Dealings:** I believe the firm foundation on which to build to create this understanding is, first of all, honest, honorable dealings with each other, and a desire to apply it in the administration of our own affairs.

I believe our Nursery organization is made up of a very high type of thoroughly honest business men, who could accomplish most anything they would jointly undertake. Of course, there are certain dealers, some Nurserymen and some florists, mostly outside our organization who are not what would be termed strictly honest. Some do not pay as promptly as they should and some do not pay at all; if it can be avoided. These men are a menace to the industry, a hindrance to progress and represent an enormous loss each year to growers of Nursery stock.

Time does not permit a lengthy discussion of this point at this time, but we all know

what these things are and what they mean, the losses we take because of them and the feeling they create.

**Qualification for Membership:** I believe qualifications for membership should be based strictly on a reputation for honest, honorable dealings and I believe this should be the main qualification and should be cautiously adhered to. If we do not stand for this we do not stand for anything.

**Stating Our Position:** I believe, as an organization and individuals, this thing is of such vital importance that we should state our position in regard to it. I believe we should go on record at this meeting, in a very positive way, as favoring strict honesty in trading in Nursery stock both inside and outside our organization; favoring payments of our debts promptly and not with unfair claims for rebates, and let every wholesale buyer of Nursery stock, whoever or wherever he be, know that we do not countenance or tolerate any form of dishonesty in trading in Nursery stock. We should back this up with our buying and selling, making it difficult for those who do not pay to obtain dependable Nursery stock. As long as we sell to dishonest buyers on credit we are encouraging it and perpetuating them in business and imposing an unfair hardship on the man who does pay.

The matter of indifference to one's obligations is reaching such alarming proportions in every line of endeavor that a firm stand by all commercial bodies is highly important to stem the tide of abuses.

A stand of this nature would lay a foundation for better understanding, better and more satisfactory business, fewer losses and worries and start us all on the road to better things.

**Group Meetings:** This is an age of co-operation, understanding and sane methods. Our government is spending millions to educate our farmers to get together and understand each other and their problems and in most every other line there is understanding and cooperation. Why should not we Nurserymen fall in line with the idea. Of course we cannot determine prices, but we can correct certain unfair practices which more or less govern prices.

I believe in each city and growing center of any importance there should be periodical good-will, get-together meetings. Just the friendly contact will help a lot. And if we could ever understand the demoralizing effect of trying to do unfair things, making promises of giving service for nothing and the various things of this nature, the matter of prices would take care of itself.

I believe, if wholesale buyers would consistently refuse to purchase stock from growers who continue to sell to those who do not pay and who therefore can undersell them, they could in that way eliminate in a large measure the meanest and most unfair competition they have to contend with.

**Paid Secretary:** We have rather imposed on our secretary. We should have a policy and program that would require at least half time of a secretary, and we should be willing and prepared to pay for this service. There is real work for the secretary to do,



# A Profession Deserving High Esteem Of Public

## With Enormous Commercial Possibilities—The Nurserymen's Business Equal to the Very Best—The Trade Should Take Greater Pride in Its Work

(Continued from page 120)

not as we are organized today but the way we should be working.

There is no criticism of our previous secretaries, for they have worked faithfully, but it is rather embarrassing for your guiding officers to load an endless amount of work on an unpaid secretary.

You may be sure I am not advocating paying for something we do not get. But we should have a definite, progressive working plan and a secretary charged with definite responsibility and it isn't fair to expect such service gratis.

**Arbitration:** I believe we should have a definite method of arbitrating differences among our members, settling accounts without lawsuits and bad feelings. Surely it is better to settle these things in this way than to have expensive lawsuits and the subsequent bad feelings. We usually all lose by going to court. There is little satisfaction to anyone. In most cases, I believe, fair thinking Nurserymen would prefer to have these differences passed on by an unprejudiced group of men who are thoroughly familiar with the rules and customs of Nurserymen than to leave it to the average court.

**Defining Responsibility:** Because these disputes are more or less in regard to payments of accounts and the quality and condition of stock, it is also important that we adopt a set of rules defining where the shipper's responsibility ceases, what a just claim for rebate is and whether or not a buyer may write several months later of the condition of stock and be entitled to any consideration.

**Business Conditions:** Last winter every thing was very promising, prices were normal, we had a good stock of plants and it seemed certain that most every one would make some money. But in December, when we had things moving nicely, we had the first zero weather, which did severe damage to all broadleaf plants and some conifers. Then in January more severe freezes came and left us all in very bad condition to do business—practically no broadleaf evergreens that were salable. The result was that we struggled through as best we could, taking an enormous loss in both plants and business.

This summer we have had intense heat and severe drought conditions over the entire country and some Nurserymen have lost considerable stock thereby.

This is a time for wise business judgment and no time to get panicky. We are compelled to get a reasonable value for our plants if we survive. To sacrifice all possibility of recoupage by putting prices below any profit would be the most foolish thing we could do.

Perhaps in the southwestern territory conditions are better than in any other part of the country. Sound judgment, sane methods, better understanding and closer cooperation will help us all.

**Lower Prices—**Prices in the 1931 wholesale catalogue of Griffing Nurseries, Beaumont, Tex., are announced as much lower, grade for grade, than at any time in the past.

### More Joy, Lasting Beauty, Greater Dollar Value

**S**AID President Eugene Howard, Southwestern Nurserymen's Association, in his address at the Dallas convention this month: "It has been a busy year of great interest to me. And I believe the Nursery and landscape business is equal to the very best today, if one looks beyond the purely commercial possibilities, and I believe the commercial possibilities are enormous. It is a profession deserving a high place in the esteem of the public. It brings more joy, more lasting beauty, giving greater value for the dollar invested for what we have to offer than any other business or profession. It creates a limitless number of new and beautiful plants and flowers, as well as valuable new fruits.

"It paints a picture on the landscape, cooperating with nature in giving greater charm and beauty to the world—things that grow from year to year into greater value. The shade of the trees about the old home—trees that grew up with the family—the association of the flowers and shrubs with the events in the lives of its members—the rose that took part in all the festivities, decorating the home and the table, perfuming the house with its fragrance, lending color to the atmosphere of gaiety, have all left an indelible imprint on each life, softening baser inclinations in after years, guiding with sweet memories through some of the rough places of life, and perhaps carrying a rich, mellow memory into old age.

"Surely we should take greater pride in this work and enter into its sentiments, building year after year to the memory of our profession a great and enduring monument, realizing the work we do may live far into the future, long after we work no more."

### Wholesale and Retail Prices Must Differ

On the subject of a credit association President Eugene Howard said at the convention of the Southwestern Nurserymen's Association in Dallas, Tex., Sept. 3:

In connection with what I have said and growing out of certain practices and the growing tendency of the public in general to take obligations lightly, there has been developed among Nurserymen within our territory a protective credit organization.

For the benefit of those who do not know, this organization is intended to cover the wholesale field of trading in Nursery stock, disseminating credit information among its members and protecting them against any one who does not pay.

But protecting its members against those who do not pay is not the big thing this credit organization should accomplish, and, no doubt, will accomplish. It should stick so tenaciously to the principle of fair and honorable dealing and the organization should be so well represented by every honest Nurseryman and every honest wholesale buyer of Nursery stock, and it should

be so difficult for a man to buy Nursery stock who is known to be dishonest, never paying an honest obligation, that he would be influenced to straighten up or not disgrace the profession by dealing in Nursery stock at all. In other words, every honest man who has become somewhat careless would feel the importance of protecting his standing and it would be so difficult for the professional crook to obtain reliable stock that he would honor the Nursery industry by taking up hijacking or some other occupation that is in keeping with his viewpoint.

We should teach why there should be and must be a difference between retail and wholesale prices, teach the importance of good service and the proper use of plants and how to get a reasonable living out of work.

The first requirement to membership in this organization is that a man must be thoroughly honest and fair in his dealings, paying his just debts and having a character above reproach. Surely this is a worthy requirement, and I trust this attitude will never change.

### Search for Fruit Fly in Florida

Covering Florida in an intensive search for any evidence of the presence or activity of the Mediterranean fruit fly, about 600 inspectors are working under the direction of the Plant Quarantine and Control Administration, U. S. Department of Agriculture. In the first twenty-one days of August, says Lee A. Strong, chief of the administration, these inspectors sent to the Orlando, Fla., office of the organization, 140,579 larvae which they had found in the course of their work. Experts at the Orlando office examined these and found that none of them was a Mediterranean fruit fly larva.

The number of the larvae and the variety of the host fruit and vegetables from which they were taken, says Mr. Strong, indicate the intensity and the efficiency of the search for the fruit fly in Florida. Inspectors found larvae in avocados, guavas, peppers, oranges, grapefruit, tomatoes, sour oranges, cacti, peaches, figs, plums, pomegranates, pears, grapes, wild plums, wild grapes, ground cherries, lemons, eggplants, persimmons (wild and Japanese), pawpaws, tangerines, papayas, olives, mangos, mushrooms, palm fruits, custard apples, limes, maypops, bananas, almonds, quinces, love apples, Surinam cherries, sapotas, and cantaloupes.

Among those in attendance at the Wooster meeting of the Ohio Nurserymen's Association [A. N. Sept. 1, p. 98] were:

Mr. and Mrs. H. S. Chard, Storrs & Harrison Co., Painesville; W. M. Fankhauser, Salem, Pa.; Ray S. Dietz, Columbus; Harold C. Esper, William Robinson, Irwin Klein, Ohio State University, Columbus; Mr. and Mrs. Howard Burton, Hill Top Nursery, Casstown; Mr. and Mrs. James H. West, T. B. West and Son, Perry; R. E. Imlay, The Imlay Company, Zanesville; Star H. Windsor, Trautman-Windsor Landscape Service, Columbus; Harry S. Day & Family, Fremont Nursery, Fremont; John Hollenbach, I. E. Ilgenfrits & Sons, Monroe, Mich.; Mr. and Mrs. Harry R. O'Brien, Worthington; A. N. Champlin, H. J. Champlin & Son, A. H. Smith & Son, M. J. Coppock, F. E. Brown, Perry; R. H. King, The Imlay Company, Zanesville; Mr. and Mrs. John Siebenthaler, John Siebenthaler Nurseries, Dayton; G. H. Kern, Chas. Hudson, Wyoming Nurseries, Wyoming; Mr. and Mrs. A. S. Bunkirk, Independence, O.; Nurseries; E. C. Cotton, Ohio State Department of Agriculture, Columbus; Mr. and Mrs. E. M. Jenkins, J. R. Kuhl, H. Ewing, Jenkins & Son, Winona; W. B. Cole, Victor Cole, D. B. Cole, W. A. Cole, Cole Nursery Company, Painesville; Royce Pickett, Clyde, O., Nurseries; Clyde R. Champion, Perry; L. C. Chadwick, Victor H. Ries, Ohio State University, Columbus; John W. Baringer, Painesville; Harry Atwood, C. O. Violet, S. E. Brood, Columbus; B. B. Beck, Dayton; A. J. Cultra, Onarga, Ill.; Nursery Co.; Charles Ernst, Ernst Nursery, Eaton; Edmund Secrest, J. H. Gourley, F. A. Welton, J. S. Shoemaker, C. W. Ellenwood, W. W. Wiggin, Ohio Agl. Expt. Sta., Wooster; C. H. Shumaker, A. Baurmann, Storrs & Harrison Co., Painesville; Mark Aukerman, A. W. Koch, Hollandia Gardens, South Vienna; W. C. Lytle, Ray B. Christianson, Berryhill Nursery Co., Springfield; Raymond Folk, Templin Bradley Co., Cleveland; Arthur W. Grube, Lakewood Nursery, Cleveland; George Mitiska, Cleveland; Mr. and Mrs. Walter Burwell, Burwell Nursery Co., Columbus.



# Frequent Big Tree Planting Questions Answered

Based on Recent Experience of N. D. Woods Landscape Architect, Oklahoma City—  
Feature of Oklahoma Nurserymen's Association Convention

**I**N presenting the few remarks I have to make regarding the planting of big shade trees I am going to take the liberty of giving them to you in the form of a narrative rather than a lecture or address on the subject. So what I have to say will be somewhat of a summary recounting the cause, the factors and the effects secured in taking care of a tree planting problem.

Two years ago the first of August Dr. G. A. Nichols, president of G. A. Nichols, Inc., Oklahoma City, called me into his office and told me that he was in the market for a large number of trees to be planted on a real estate development which he expected to open soon near Oklahoma City. He told me that he wished to plant trees as large as could be moved successfully. After some discussion as to the number to be planted each season I was given the job of gathering all the information I could find as to what had already been done in the way of big tree planting in the southwest. What kind of equipment was being used, etc. This job was my introduction to the big shade tree business.

## Search for Information

Up to this time I had never planted, in fact had never seen a tree larger than the ordinary Nursery shade tree planted. I had to start from taw in my search for information concerning the secret of successfully moving large trees. My search for this information took me pretty well over the middle west and the southwest, from Kansas City to Houston, Dallas, Fort Worth and Wichita Falls. I talked with everyone I could find who had had experience in moving derrick trees. I bought plans and wrote for descriptive literature on every kind of moving equipment I could find. I listened to dozens of theories as to the best methods for doing the planting and when it would be done. I learned that big trees could be planted successfully only two months out of the year in this country; that they could be planted four months out of the year and that there were only three months in which they could not be planted with safety. I also learned that it was necessary to wait until after freezing weather before it was safe to move them and that trees moved as early as the middle of August might be expected to thrive beautifully.

From all of the information gathered I did learn one or two things definitely. One was, that very little of the information could be applied directly to the problem I had to deal with, and another, that there was no equipment on the market that would do the work we wanted to do the way we wanted to do it. We called in the shop foreman, explained our needs and in a short time had built our own tree moving equipment.

In the meantime it had been decided that 3,000 trees would about cover our planting needs for the first season. To take care of that number of trees it would be necessary for us to plant on an average of thirty trees a day for a period of one hundred days. And since it was already the first of November we had to figure on getting those hundred days out of November, December, January, February and March.

I had one man who did nothing but scour the woods, river bottoms and creek bottoms locating and selecting the trees to be moved.

Hole digging crews had been at work for weeks digging holes to receive the trees. These holes were dug square, six feet each way and two and one-half to three feet deep.

They cost on an average about one dollar per hole. One man dug three to four holes a day. Dynamite was used only where shale was encountered.

## Equipment and Crews

On November 10 we were ready to move our equipment out for planting. The equipment consisted of two pulling trucks which were operated by a crew of five men and a heavy team of mules. These trucks were used in the woods to break the trees out of the hole. Two large auto trucks were equipped with porting trucks. We had eight new Ford trucks equipped with special bodies and racks for supporting the tree tops while in transit. These were used to bring the trees from the woods to the subdivision. And of course in addition to this heavy equipment we had the necessary working tools such as block and tackle, chains, axes, saws, picks, etc.

Our planting organization was divided into various crews according to the work to be done and each man in each crew was given a specific job. A tree digging crew consisting of ten men who dug and balled the trees in the woods. A tree-pulling crew operating the pulling trucks pulled the trees from the holes and moved them into loading position where the loading crew with the heavy derrick truck lifted them on to the transporting trucks.

As the loaded trucks arrived in the subdivision a crew operating another derrick truck lifted the trees from the truck and lowered it into the hole. A planting crew followed immediately behind the unloading truck. They straightened the tree in the hole, filled in the soil, watered it and set the braces.

Within two or three days still another crew following the planting crew came along and thoroughly spaded the ground around each tree to depth of ten to twelve inches in a circle twelve feet in diameter and threw up a slight ring on the outside of the spaded area to prevent water from draining away from the tree.

The trees were not pruned until after they were planted and braced. In pruning, our aim was to cut back as much top as was necessary to maintain a balance with the root system brought in with each tree.

I might relate here an incident which occurred shortly after we started trimming our first trees. We had about seventy-five trees planted along one of the main streets in the subdivision; trees that we expected to create favorable impressions in the minds of visitors who would visit the subdivision on the following Sunday. I had secured a man to do the trimming and had put him to work on the trees. He started off and worked fine the first afternoon. The following day, however, I was unable to get out on the job on account of a severe cold. You can imagine perhaps how I felt the following day when Dr. Nichols came looking for me. I think he was mad as the hornet so often spoken of. He informed me that he had just come from the subdivision after having discovered that all of the trees had been absolutely ruined. That they had been cut back until nothing but the bare trunks and a few stubs of limbs remained. And the worst thing about it was, that he was entirely right in so far as the appearance of the trees was concerned.

The man to whom we had given the pruning contract had brought out his helpers the second day and had certainly made hay so far as covering the ground was concerned. The cut back trees were taken out and planted on the golf course. All of them lived and Dr. Nichols has said a number of times since then that they are among the best looking trees we have.

We closed our first planting season about the first of April. The trees were already covered with foliage. Thirty-one trees were brought in and planted the last day. Thirty of them are alive and growing today. One died this summer. Between November and April we had planted more than two thousand six hundred trees and of that number less than three per cent failed to live through the first summer and very few have died this year.

We started last year's planting season earlier than we did the year before last. And in spite of the severe winter and dry spring more than three thousand two hundred trees were planted during the season. Of this number less than one hundred have been taken out today—"believe it or not."

Our planting procedure last year was the same as the year before. However, we increased our equipment and made some improvements on our hoisting derricks. Our record day's planting last season was forty-five trees brought in and planted. This required the planting of a tree every ten to twelve minutes throughout the day. The trees were brought in from a distance of twenty-two miles. The longest haul during the season was approximately thirty miles.

## One of Most Important Factors

Our company has spent a great deal of time and money in determining or endeavoring to discover the very best method of caring for transplanted trees. We are inclined to feel that the care that is given or should be given a tree after it has been transplanted is one of the most important factors in sustaining life and securing growth. Cultivation and maintenance has been one of the greatest problems on account of the large number of trees that had to be taken care of. Soil conditions over the planting area were not altogether satisfactory. It is practically all prairie upland with red clay top and underlying joint clay, hard pan and shale sandstone. There is practically no humus. It has been necessary to supply the plant food and humus with fertilizers and mulches.

The trees have stood the severe drouth conditions this summer unusually well. Some of them have continued to put out new growth throughout the summer. A watering crew with tank wagons kept sufficient moisture around the trees to prevent the ground cracking away from the balls and injuring the new root growth.

In line with our work on the subdivision it is often necessary to have a tree moved from a building site or lowered for grading; regardless of the time of year we simply move it.

In addition to the large shade trees planted last season we brought in and planted during the month of May one hundred and thirty large native red cedar trees ranging in height from ten feet to twenty-six feet. These trees were hauled twenty-seven miles. Out of the one hundred thirty trees only one failed to grow.

During the time the big trees were being planted we were also planting small shade trees by the thousand. During our two planting seasons we have planted more than thirteen thousand Chinese elms one and one-half to four inches in diameter. These were planted principally along streets and bridge paths. Hundreds of maples, sycamore, ash, elms and pin oaks have been planted in groups over the district. And thousands of dollars worth of ornamental shrubs and evergreens have been used in planting street intersections and in beautifying the two golf courses.

I want to take this opportunity to extend to each one here a cordial invitation to visit Nichols Hills, Oklahoma's finest residential district, when you come to the State Fair this fall. Then you can see for yourself what has been done toward transforming a prairie into a veritable forest.

Say you saw it in "American Nurseryman"



# The Entire Nursery Field Passed In Review

By President S. R. Howell at Annual Convention of Southern Nurserymen's Association at Ocean View, Va.—Important Trade Topics Discussed—Officers

More than one hundred were at the annual convention of the Southern Nurserymen's Association at the Nansenond Hotel in Ocean View near Norfolk, Va., Sept. 10-11. As outlined in these columns the location is of special interest, a noted seaside resort with exceptional accommodations for an event of this kind. Both business and entertainment arrangements were markedly successful. On the first day those in attendance were transported in automobiles to the aviation field of the Naval Base, the old St. Paul's Church dating back to 1640; thence via Virginia Beach to Cape Henry where the party was photographed with the old and the new lighthouses as a background.

The program included subjects of much trade importance, discussion of which was listened to with close interest. Following an invocation by Rev. W. A. Brown, Portsmouth, Va., the address of welcome by Mayor S. Heth Tyler, Norfolk, was responded to by Vice-President J. Slater Wight, Cairo, Ga. L. M. ("Parson") Jones, Norfolk, presented the report of the committee on arrangements.

President S. R. Powell, Knoxville, Tenn., delivered his annual address which is published in this issue. Committees on this address and on special subjects were appointed.

A feature of the convention was the asking that all present, and each was introduced, should arise and state his business and post office address.

The following subjects were formally discussed:

"Looking Ahead," C. E. Cary, Educational Director A. A. N.

"What Are You Going To Do When They Clamp the Japanese Beetle Quarantine on You?" J. Howes Humphreys, Chestnut Hill, Philadelphia, Pa., President Eastern Nurserymen's Association.

"Money Talks," Paul C. Lindley, Pomona, N. C.

"The Plant Patent Law," M. Q. Macdonald, Legal Adviser, A. A. N.

"Selling the Product," G. Leslie Hall, President Retail Merchants Association of Virginia.

"What the Garden Club Thinks of the Nurserymen," Miss Elizabeth G. Hill, chairman Princess Anne County Garden Club.

"Sales Promotion from an Advertising Viewpoint," F. W. Ruzicka, Atlanta, Ga.

"Should the Nurseryman Be a Landscape Architect and Why?" A. L. Heger, Landscape Architect, Covington, Ky.

"Problems and the Outlook of the Southern Nurserymen," Allen H. Reid, Asst. Professor Landscape Gardening, Virginia Polytechnic Institute.

"Norfolk as a Nursery and Truck Area," Prof. T. C. Johnson, Director, Va. Truck Expt. Sta., Norfolk.

"Fertilizer for Nursery Stock," Prof. H. H. Zimmerly, Norfolk, Va.

"Perennials and How to Grow Them," Prof. M. M. Parker, Norfolk, Va.

Membership remains unchanged and the treasury shows a gratifying gain. There were present Nurserymen and others from N. H., Mass., N. Y., N. J., Pa., Del., Md., Va., N. C., S. C., Ga., Ala., Ind., Ky., Tenn.

These officers were elected: President, J. Slater Wight, Cairo, Ga.; vice-president, C. R. Stevens, Macclenny, Fla.; secretary-treasurer, W. C. Daniels, Pomona, N. C.

The 1931 convention will be held in Huntsville, Ala.

## Present Day Nursery Trade Phases

**I**N reviewing the past year, since our very interesting meeting at Birmingham, Ala., last September, I find that it has been a very satisfactory year in many respects, though probably not as good as some of us would have liked. In comparison with some other lines we may consider ourselves most fortunate as none of us are talking hard times to any great extent. Now as we are about to begin on another delivery season the prospects are practically as good as usual; in fact the more optimistic of us are really hoping for a record fall season, but this hope is based, to a large extent, on the prospect that we are rapidly overcoming the temporary slow-up in business and are fast gaining momentum for a return to normal conditions. I believe that I can already see a marked improvement and a gain in activity, though the gain will necessarily be slow. I believe, however, the economic conditions are absolutely sound.

### Prices To Stay Lower

With the Nurseryman it is true that prices have been, and are, lower than they have been for some years and that the margin of profit has considerably decreased and my prediction is that prices are going to stay at a lower level. But in some cases that is not much too low, although in others it is below the cost of production. At any rate it is a condition, and one that has to be met some way. Many of us will meet it by economy of production and distribution and possibly some of us will be overcome by the changed and changing conditions because the change has just now begun and it is a little hard to predict just how far it will go. The real remedy would be a drastic reduction in acreage with stress laid upon quality of both plant and variety. This remedy is, of course, well known to every member of this association and I think that everyone will admit it is the best solution and then go straightway and increase his plantings. As long as this is the case there is little use in devising ways and means to keep prices up.

### Why Not Grow Fruit Trees

This is from the standpoint of the ornamental grower exclusively, for the simple reason that this is the only angle of the business that I know. I think that without a single exception, you all grow ornamental stock and the majority make it your leader. Many years ago there were a lot of good Nurseries that grew fruit trees and plants exclusively and evidently made good at it and I can see no reason why there should be such a radical change now as a good peach is as good as it ever was and an apple is a necessity. It is true that fruit trees require spraying and some attention, but that is also true of ornamentals if you get the best results. This being the case, I have an idea that some of the lack of demand for fruit trees is chargeable to the Nurseryman who is neglecting his fruit and pushing his ornamentals.

I have noticed recently in regard to propagation that some of us have gone mad on the subject and the larger the surplus the more we grow, and the more we grow the cheaper we sell and the cheaper we sell the more we have to grow and sell to meet the periodical payroll.

I personally know of several new propagating establishments that are just starting and it seems that they are all growing about

The pleasure and comfort of those in attendance was due in no slight degree to the efficient work of the local committee on arrangements: L. M. ("Parson") Jones, chairman; T. A. Mitchell, Oyster Point, Va.; J. L. Legendre, Hampton, Va.

J. C. C.

the same things and those are the ones that are easy to grow. Quantity seems to be the watchword regardless of the amount that the demand calls for, and quantity we are getting.

### A Very Busy Future

The demand is increasing steadily and has been increasing for a number of years. It will continue to increase until everyone has his home planted and when that time comes it will increase faster than ever because when a customer gets a good planting his interest and pride is aroused and you can count on a nice order each year for plants to further improve the planting already made, provided you have a supply of the newer and better plants on hand to supply their needs. In their needs will be included rock garden plants, perennials, lilies, water lilies, etc., to put on the finishing touches.

### Sales About Normal

Sales for the past year have been pretty good and nearly all of you will admit that your volume has been about normal. Some of you will even admit that you had an increase in volume, but with the slump in prices this will probably not measure up to quite as large a percentage of dividends as usual, but taken all in all the dividends are very satisfactory.

I think that most of you will admit this, possibly with the reservation "If everyone would pay his bill." Collections have been slow for the past few months without a doubt. And as collections are extremely necessary many of us are suffering and will continue to suffer as long as credit is given promiscuously. Wholesale credits can be looked after largely through our bureaus of credit and commercial agencies when dealing with the regular Nursery, but the small and unknown dealer and landscape gardener and struggling young Nursery are vital problems that I feel sure will be handled along with other phases of the subject by others on this program. Ten or twenty years ago anyone except a dealer or agent who would buy a planting for the beautification of his premises was considered good, and in ninety-nine cases out of a hundred was good.

### Present Day Credits

Now, however, when so many are trying "to keep up with the Joneses" it is quite a different matter. The man who is already burdened with debts will often buy when he has a chance to buy on his own terms, and the consequence is that when the bankrupt court gets hold of his property, mortgaged to full value, we get nothing except a reduction of our profits, which Uncle Sam graciously gives us the privilege of deducting on our next year's income tax report.

### Fighting the Peach Moth

In an effort to speed up nature's method of maintaining a balance in the insect world and even to upset the balance somewhat in favor of New York fruit growers, D. M. Daniel, associate entomologist at the New York Experiment Station, Geneva, has been devoting most of his time this summer to the releasing of parasites that attack the oriental peach moth. Little or no progress has been made thus far in controlling the peach moth with sprays or dusts due to certain peculiarities in the feeding habits of the pest, says Mr. Daniel, with the result that the peach industry, particularly in western New York, is confronted with an exceedingly serious problem. In many orchards complete crop losses have followed the appearance of the peach moth.

Hundreds of thousands of parasites have been released thus far this season, and while it is too soon to tell definitely just what the benefit to the peach grower has been, experience in past years and in other sections of the country would indicate that at least commercial control of the peach moth will be possible by the aid of these tiny insects.



# AMERICAN NURSERYMAN

American Nursery Trade Bulletin



## CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

**OFFICIAL JOURNAL**  
PACIFIC COAST ASSOCIATION OF NURSERYMEN  
Largest District Organization in the Trade  
ILLINOIS STATE NURSERYMEN'S ASSOCIATION  
Leading State Nursery Trade Organization

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### ADVERTISING RATES on Application

Advertisements should reach this office by the 10th and 25th of the month previous to the date of publication.  
If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., SEPTEMBER 15, 1930

### FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

**T**HE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalists."—John Watson.

### Sound Distribution

"Distribution has been much stressed, perhaps correctly, by executives, organizations and business analysts as the present main problem of industry. Nevertheless, I am of the opinion that there can be no sound distribution that is not based on sound production.

"To find and serve a market is to presuppose a capacity to produce economically, wastelessly. Buyers have a way of seeking out the producer who best serves them at the factory."—Charles Ault, Auburn, Me.

### A Policy Roundly Echoed

"Cultivated Americans, impatient with cheap sensationalism and windy bias, turn increasingly to publications edited in the historical spirit. These publications, fair-dealing, vigorously impartial, devote themselves to the public weal in the sense that they report what they see, serve no masters, fear no groups."—Time Magazine.

### BOUGHT ON MERIT

The circulation of the "American Nurseryman" is bought by readers solely on editorial merit. It is never sold through schemes—cut rates, "clubbing," premiums and deferred payments never being employed.

## The Mirror of the Trade

### ASSOCIATION MEMBERSHIP

California Association of Nurserymen will hold its annual convention in Ontario, Cal., Sept. 25-27. The program is in preparation by Chairman J. M. Asher, Paul J. Howard Nursery, Los Angeles, and Secretary Henry W. Kruckeberg.

"From every point of view the selection of Ontario as the convention city is a happy one," says a writer in the Western Florist and Nurseryman. "There is possibly no other town of its size with an environment making a stronger appeal to horticulturists; its very foundations rest almost exclusively on garden, field, orchard and vineyard production. That its enterprising citizens are alive to its unique position as a rural community is attested by the fact that no less than four of its social and civic organizations extended at the Fresno convention an urgent and cordial invitation to hold the twentieth convention in Ontario, otherwise known as Armstrong's town. Hence, let's show them a convention of at least 300 delegates."

This writer also says:

It would be interesting just at this time to know what the annual gross turnover of the commercial plant industry in California represents in money value. Allowing for the fact that the Nursery licenses total about 2,300 persons interested one way or another in the growing and selling of plant products, this turn-over must be somewhat over twenty millions of dollars.

Of this sum, the larger portion represents organized efforts; numerically, it is doubtful if twenty percent of all the individual units comprising the commercial plant industry, are in the several organizations representing the Nursery, florists and seed growing industries of the state.

Possibly this will explain in a large measure the slender attendance of California plant growers at the recent Pacific Coast Association of Nurserymen's Convention in San Francisco. Also the absence of a strong numerical membership explains the comparatively small numbers of delegates at many similar functions.

### QUARANTINE SURVEY

William B. Duryee, Secretary of Agriculture of New Jersey, advocates a nation-wide survey of plant quarantines. In view of difference of opinion, frequently expressed, as to efficiency of certain quarantines and complaint that government regulations regarding plant diseases and injurious insects cause losses out of proportion to the protection received, such a survey seems desirable. What is wanted on all sides is establishment of the facts.

Commenting on the subject the Florists Exchange says:

How many more of them [quarantines] are unnecessary, unwise, uneconomic—if not in object and principle, at least in the method of their administration and in its effects? By how much if at all do their aggregate benefits outweigh their total injurious effects? How many millions of dollars might be saved—to the country and to legitimate business men among its citizens—by modifying or otherwise improving the administration of these orders without increasing the danger of injury by the pests and diseases involved? And how much more might be accomplished, at no greater cost, by replacing a part—perhaps a large part—of the present effort to prevent or retard the movement of certain plant enemies with scientifically planned and executed control measures based on adequate, modern investigations?

### VITAL TRADE PROBLEMS

One of the high lights of President Howell's annual address at the Norfolk convention is the paragraph referring to the need of a uniform mechanics lien law. Nurserymen certainly should be on an equal basis with those in other businesses. There is need for legal protection of their interests.

It is certain that the need for optimism was never more apparent than it is at the present time. Nurserymen the country over must keep their standards high, must propagate intelligently and work in co-operation and not in competition. They cannot make money selling below cost and yet many Nurserymen believe they can because they do not know what their costs are. While this paper does not and cannot solve individual problems, it does furnish food for thought and as such it should be interpreted.

### Unfair Competition

The practice of some State Nurseries of selling their stock in competition with independent Nurserymen was condemned at the annual meeting of the Pacific Coast Association of Nurserymen.

R. D. Hartman of San Jose, chairman of the committee on State Nurseries, was the speaker who criticized the State and County Nursery institutions as unfair.

### A MONTANA ENTERPRISE

In 1890, forty years ago, Thomas E. Mills caused to be built near Helena, Mont., a small greenhouse of about 3,000 square feet of glass. From this small start Mr. Mills is today president of the State Nursery and Seed Co., which has grown in physical size from that greenhouse and ten city lots for seed beds to a plant of 600 acres of grounds and 300,000 square feet of glass on two big ranges of greenhouses.

The Nursery grounds are two miles west of Helena. The personnel consists of T. E. Mills, president, W. E. Mills, vice-pres., Josiah Bowden credit and sales mgr., Walter Card, secretary-treasurer, and William J. Mills advertising, besides about 35 other workers. During the rush season the Nursery employs almost a hundred persons. Six engineers, employed the year around keep the huge heating plant going uniformly day and night. On the hillside above the greenhouses are the seed test beds, irrigated by overhead spray pipe.

Southwestern Nurserymen's Association in annual convention in Dallas, Tex., Sept. 3-4 followed closely the program announced on page 80 of the Aug. 15 American Nurseryman. The attendance was about 125. President Eugene Howard's address was an outstanding feature. The Texas legislature will be asked to investigate the practice by State Forestry Stations selling Nursery stock in competition with commercial Nurserymen.

Officers elected: President, Eugene Howard, Austin, Tex.; vice-pres., Murray Ramsey, Austin; secretary, Mrs. Thomas B. Foster, Denton, Tex. The 1931 convention will be in Durant, Okla.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$4. Canada, abroad, 50c extra per year.



# Inconsistent Policy of American Association

**Hampers Its Influence—Nullifies Its Position With Regard to Criticism of Unethical Conduct of State—Forestry Authorities in Unfair Competition**

**A** MATTER regarded as seriously affecting the integrity of the American Association of Nurserymen demands immediate consideration.

In view of recent emphatic expressions, on the part of officers and members of the association, looking toward both a pronouncement on the association's ethical standards and its persistent attack upon what is regarded as unfair competition by State Forestry Nurseries, the attention of the entire membership of the association is directed to the organization's persistent publication and circulation of a trade journal throughout the trade in direct competition with commercial trade journals in the Nursery field.

In the opinion of leading members of the trade, frequently expressed, such action by the American Association of Nurserymen is direct violation of business ethics. Moreover the interests of the association have suffered by the substitution which has deprived its membership of much material of marked value. Especially noticeable has been this fact throughout the National Publicity Campaign—from the beginning of the Campaign and constantly up to date.

The marked inconsistency of the American Association of Nurserymen in maintaining direct competition of this kind is shown in the fact that while doing so it complains of direct competition on the part of State Forestry Nurseries in relation to commercial Nurseries!

While the A. A. N., through certain influence, has thus far side-tracked adoption of Code of Ethics, numerous sectional and state Nursery associations have adopted such a code. And many members of code-equipped sectional and state associations—the leading members in most cases—are members of the A. A. N. and are thereby placed in the position of opposing, as unethical, practices of State Forestry Nurseries complained of, while as members of the A. A. N. they are maintaining exactly similar competition!

It would seem that such inconsistency on the part of the national association should be abandoned at once, and with suitable pronouncement, if the association expects or if the state and sectional associations expect to protest with good grace the practices of the State Forestry Nurseries or any other unethical practices any of these associations may cite.

Within the last few weeks code-equipped state and sectional Nursery trade associations, embodying in their membership A. A. N. members, have vigorously opposed practices by state forestry authorities regarded as unethical, and such action has extended from coast to coast!

The American Association of Nurserymen repeatedly, and so late as the Minneapolis convention indorsing President Augustine's address, has gone on record as vigorously opposed to unfair competition!

## Attend Oklahoma Nurserymen's Convention

J. T. Foote, Bob Foote, Durant; Mr. and Mrs. J. Frank Sneed, E. R. Bresser, Forrest Bebb, W. S. Vanderpool, W. O. C. Hamm, Mrs. Ed. Rice, Mrs. J. W. Palmer, Mrs. J. M. Harris, Mr. and Mrs. J. B. Bruce, George W. Palmer, James J. Harris, Joe M. Bailey, Mike Martin, Muskogee; Mr. and Mrs. C. E. Garee, Elizabeth Garee, Mrs. J. W. Peters, Noble, R. E. Montgomery, Mrs. W. E. Rey, B. E. Rey, Elnora Rey, Evelyn Porter, Donald Woods, Harry B. Cordell, Mr. and Mrs. N. D. Woods, Mr. and Mrs. W. D. Kenyon, Mr. and Mrs. H. H. Egan, James A. Jones, J. F. Semtner, C. Y. Higdon, O. F. Garland, A. L. Luke, E. S. Worthen, Oklahoma City; Mrs. N. G. Bell, Okmulgee; P. F. Bellinghausen, H. C. Natashita, Ponca City; Mr. and Mrs. T. A. Milstead, Bradford Milstead, Shawnee; Mr. and Mrs. Leo Conard, Mrs. J. E. Conard, J. H. Lasley, Stigler; J. W. Gosnell, Mr. and Mrs. G. W. Cochran, C. E. Jones, Stillwater; Mr. and Mrs. Jim Parker, Tecumseh; Mr. and Mrs. L. P. Cummings, H. G. Schweley, Tulsa; Paul Pritchard, Muskogee, Okla. and A. E. Barnes, Mr. and Mrs. T. W. Lightfoot, Ottawa, Kan.; J. J. Pinney, J. P. Foster, Ottawa, Kan.; Chas. A. Scott, McPherson, Kan.; Mr. and Mrs. E. P. Bernardin, Parsons, Kan.; Mr. and Mrs. Ernest Warden, Marian Jean Warden, Wellington, Kan.; Dr. W. M. Moberly, Sulphur Springs, Ark.; T. O. Hines, Englewood, Colo.; Jesse F. Inland, Onarga, Ill.; H. B. Katz, St. Louis, Mo.; Geo. F. Verhalen, Scottsville, Tex.; Edward Baker, Fort Worth, Tex.; Harry R. Stephens, Denison, Tex.; W. C. Griffing, Beaumont, Tex.; A. B. Mayhew, Sherman, Tex.; J. I. Boyd, Waxahachie, Tex.

A drought is unfortunate, but the total purchasing power of farmers at the prospective prices will probably be higher than it would have been at the extremely low prices that were developing before the drought, says Professor G. F. Warren of Cornell University, in a recent number of *Farm Economics*.

**Joint Annual Meetings—Oklahoma and Arkansas Nurserymen's Associations** will meet in annual session jointly with the Southwestern Association of Nurserymen in Durant, Okla., in Sept. 1931.

**Revised Code of Ethics—Southwestern Association of Nurserymen** has just revised its Code of Ethics, as reported by committee composed of W. B. Munson, Denison, Tex., chairman; H. V. Henson, Tyler, Tex., and H. E. Hall, Sherman, Tex.

**Jackson & Perkins Co., Newark, N. Y.**, had an exhibit of evergreens and roses at the Denver, Colo., convention of the Mountain and Plain States Florists Association, Aug. 23-27.

**Rhoda-Azalea Nurseries Company, Madison, O.**, has been incorporated. The personnel is Frank M. Trump, David J. Gardner, H. E. Willinger, and Robert F. Hagar.

The regular summer camping party headed by Ed Welch, Shenandoah, Ia., is at Echo Lake, Mercer, Wis. In the party are H. W. and George Marshall, Arlington, Neb., and E. H. Smith, York, Neb.

Secretary Robert Pyle of the American Rose Society and president of Conard-Pyle Co., West Grove, Pa., returned from his European trip Aug. 26. His account of his visits to European rose centers appears on page 101 of the Sept. issue of the *American Nurseryman*.

## Nursery Trade Bulletin

**Grape Pollination**—This is the subject of a bulletin of the N. Y. Expt. Sta., Geneva, by Olav Einset.

**Direct Nursery Aid**—J. F. Rosborough, horticulturist, A. & M. extension service, College Station, Tex., is addressing meetings of fruit growers at various points in Texas, giving advice on production and marketing of fruits.

**Nursery Displays**—State Nursery and Seed Co., Helena, Montana, had a notable display at the State Fair last month. Seabrook, N. H., Nurseries and Weston, Mass., Nurseries, won first prizes on primulas at the recent show in Boston, Mass.

**"Help Protect Prices"**—Under this caption Griffing Nurseries, Beaumont, Tex., announce: "This catalogue is intended for the trade only. If it reaches people not entitled to trade prices we will thank any Nurseryman or florist to advise us, so that our mailing list may be corrected."

**Mexican Quarantines**—A summary of plant quarantine restrictions of Mexico has been prepared by the U. S. Dept. Agr. for information of Nurserymen, plant quarantine officials and others interested in exportation of plants and plant products to the Republic of Mexico.

**Pfund-Bell Nursery Company** announces appointment of Carl Elmer Erickson as sales manager. Mr. Erickson was for many years superintendent of Peterson Nursery, Chicago. He brings to this Nursery many years' experience in the Nursery field. This new association became effective Sept. 2. Mr. Erickson's new mailing address is: Pfund-Bell Nursery, Lake Street, Elmhurst, Ill.

Memphis and Shelby County (Tenn.) Nurserymen's Association was formed Sept. 5 as per plans announced recently. A dozen Nurserymen are directly interested at the outset.

## Obituary

George H. Johnston

George H. Johnston, well-known proprietor of the Kansas City Nurseries, Kansas City, Kan., with offices in Kansas City, Mo., died after a short illness Aug. 25 at his home in Kansas City, Kan., aged 62. He was prominent in the Western Nurserymen's Association and had been secretary of the Missouri Nurserymen's Association. He was a regular attendant at conventions of the American Association of Nurserymen. His sons, John B., Ralph V. and Robert, were with their father in the Nursery business. His widow, two daughters and two brothers also survive.

Joshua M. Robinson, aged 78, pioneer Nurseryman, died recently at his home in Sebastopol, Cal.

## WANTED

7 Silver Lindens, 4" caliper. Must be specimens.

**Ridgewood Shade Tree Commission**  
HENRY LEUNING, Supt.  
Ridgewood, New Jersey



## Against Selling or Distributing Nursery Stock

### In Any Manner by the Forestry Commission of Oklahoma—Resolution Adopted by Oklahoma Nurserymen's Association Because of Alleged Unfair Competition

**T**HE sale of trees for use as windbreaks, by State Forest Nursery operators has been formally challenged, as being a violation of business ethics in that the practice competes with established commercial Nurseries.

This subject was uppermost at the summer convention of the Oklahoma Nurserymen's Association in Muskogee, Aug. 27-28.

While the trees are sold by the state institution solely for use as windbreaks, at approximately \$7 a thousand, the Nurserymen insist that this injures their business because in many cases the trees are resold

at the low price and because the land on which they are planted often is sold as improved land.

Assistance in correcting the matter was assured by Harry B. Cordell, chairman of the State Agriculture Board, who suggested to the Nurserymen that they present the matter to the Forestry Commission, of which he also is chairman. He stressed the fact that it is the State Forestry Commission and not the Oklahoma Agricultural and Mechanical College which maintains the Nursery.

#### Committee To Draft Restricting Resolution

J. T. Foote, Durant, one of the most frequent and enthusiastic speakers against the State Nursery, was appointed chairman on a committee to draft a resolution. Other members appointed by President J. Frank Sneed, of the Oklahoma Nurserymen's Association, are T. A. Milstead, Shawnee; J. E. Connor, Stigler; and James Parker, Tecumseh. A committee to present the resolution is composed of W. D. Kenyon, C. E. Garee, and W. E. Rey, Oklahoma City.

Landscape architects, members of the association, objected to plans for beautifying homes being given out by the state. Prof. G. W. Cochran, head of the horticulture de-

partment of the Oklahoma Agricultural and Mechanical College, explained that these plans were given out only to one home in a community, this home to be used as a model. He expressed the belief that it would stimulate both the Nursery and landscape gardening business.

Prof. Cochran declared that he was opposed to the state competing with individual business men. Mr. Cordell stated the same thing in his talk. Not one plant is given away or sold from the college greenhouse, Prof. Cochran said. He announced the appointment of C. E. Jones as landscape architect for the college.

#### Unanimous Action Against Unfair Competition

The Nurserymen's association went formally on record by passing without a dissenting voice the following resolution:

**"Resolved, That the selling or distribution of Nursery stock, in any manner, should be discontinued by the forestry commission of Oklahoma."**

For the last four years, the Forestry Commission has maintained a State Nursery at Stillwater, though not connected with the A. and M. College. Trees, in lots of at least 100, are sold to farmers to be used for windbreaks and reforestation. Regulations as to planting of the trees are strict, and rule that they must not be over eight feet apart, should be in at least double rows, and not be resold.

However, the Nurserymen insist that this practice injures their business. The object of selling these trees, according to J. Wal-

ter Gosnell, assistant state forester who is in charge of the Nursery, is to forest Oklahoma. The opinion of many farmers in western Oklahoma, where most of the trees are sold, is that trees will not grow there. It is his opinion that the practice of selling cheap trees would stimulate the Nursery business. However, Mr. Gosnell kept out of all arguments, but explained to the Nurserymen points that puzzled them.

A second resolution condemned the landscape architect work of the extension department of the Oklahoma A. and M. college. It read:

**"Resolved, That the Oklahoma Agricultural and Mechanical College refrain from doing any landscape gardening, making planting plans or doing any planting other than for state institutions."**

#### Three Point Plan for Care of Lawns

The one hundred Nurserymen and their wives present were welcomed by R. P. Harrison formerly city manager and president of the Park Board. Response was by T. A. Milstead, Shawnee.

N. D. Woods, Oklahoma City, landscape architect, told of transplanting large trees to the Nichols Hills addition, near Oklahoma City.

T. W. Lightfoot, Tulsa, explained the "three-point plan" of care of lawns in summer, by Nurserymen. Under this plan, Nurserymen furnish plant food, sprays and regular inspection of lawns. It is only valuable in helping to keep lawns in good condition, he pointed out, but interests home owners in further improvements. Nurserymen have been in the habit of giving away their services, he said, and pointed out that

service is now one of the most valuable things in the world.

C. E. Garee, reporting on the inspection law, suggested that all greenhouses doing plant business be inspected.

T. P. Cummings, Tulsa, discussed landscaping of back yards. The Nurserymen inspected the Sneed Nursery, where tea was served, they journeyed to J. Garfield Buell estate, The Homestead, to inspect the gardens. At night, there was a swimming party at Stem Beach, followed by a barbecue supper.

The Bulb and Bresser greenhouses, the city parks and the Stark and Conard Nurseries in Stigler were visited, dinner being served by J. E. Conard & Son.

Inspection of the Muskogee park system was a prime feature. Indeed, this system

constructed under the supervision of Superintendent W. G. Palmer, one of the most widely known in the Southwest, was a principal reason for holding the meeting in Muskogee.

Exhibitors at the convention were: J. M. Bailey Seed Co., Muskogee, Okla.; Willis



**J. FRANK SNEED, Muskogee, Okla.**  
President Oklahoma Nurserymen's Assn.

Nursery Co., Ottawa, Kans.; Great Western Bag Co., St. Louis, Mo.; Jim Parker, Tecumseh, Okla.; Harry Stephens, Denison, Texas.

#### ARKANSAS NURSERYMEN'S ASSOCIATION

W. M. Moberly, Sulphur Springs, Secy.

Annual meeting of Arkansas Nurserymen's Association was held Sept. 12-13 in Fayetteville. The formal program included, on the first day:

Response to Welcome, Dr. W. M. Moberly, Secretary.

"Fruits Best Adapted to This Section," Dr. J. R. Cooper, Dean of Horticulture, University of Arkansas.

"Definition of Nursery Stocks, Paul H. Millar, Chief Inspector, State Plant Board.

"Where Are We At and What Are We Going to Do About It," G. C. Watkins.

"Outlook for the Future," C. H. Vestal. Sept. 5, 9 a. m.

"Uniform Plant Regulations," E. H. Ballard, member State Plant Board.

"Fungous Diseases and Their Control," Dr. V. H. Young, University of Arkansas.

"Insect Pests and Their Control," Dr. W. J. Baerg, University of Arkansas.

"Legislation Affecting Horticultural Industry," Paul Brogdon, Springdale.

Question Box. Round table discussion. Sightseeing trip to Experiment Station and other points.

Officers of the association are: President, T. L. Jacobs, Rogers; Vice, C. H. Vestal, Little Rock; Sec.-Treas., W. M. Moberly, Sulphur Springs; State Plant Board, E. H. Ballard, Piggott. Executive Committee: Hugh D. Britt, W. D. Stevens, G. C. Watkins, J. L. Murray, T. L. Jacobs, W. M. Moberly.



## THIS PAGE PRESENTS

## American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock  
Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1919, Will Hold Its Thirteenth Annual Meeting  
in Detroit, Mich., July, 1931—H. L. Haupt, Secretary, Hatboro, Pa.

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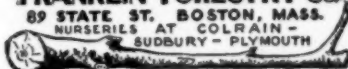
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| Norway Spruce         | 6-8 in. S   | 2.00    | 8.00    |
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MARYLAND



# Nurserymen Commend Paraffin Tree-Coating

As Devised by Prof. J. A. Neilson, Nut Specialist, Michigan State Agricultural College—The Beneficial Effects—Details of the Process

Paraffin coating applied to Nursery stock (difficult grafting) was originated not long ago by Dr. Robert T. Morris, New York City, in connection with his experimental work with nut trees. It was described by Dr. Morris in the *American Nurseryman* and the *American Nut Journal* last year.

Afterward Prof. J. A. Neilson applied the process with marked success over a much wider range, involving the coating of entire trees instead simply of grafts. His work and suggestions were described in both of the publications above named last year [*A. N. March '29*, pp. 136-137], [*A. N. J. March '29*, pp. 44, 45].

At the annual meeting last month of the Eastern Canada Nurserymen's Association [*A. N. Sept. 1*, p. 98] Prof. Neilson reviewed the subject and cited results of testing the operation by Nurserymen. Beneficial effects reported:

## Beneficial Effects

The wax forms a protective coating over the bark and buds which greatly lessens transpiration and thus preserves vitality. This protection is very important as growth depends upon a sufficient moisture supply. The injurious effect of drying out in some kinds of Nursery stock is of such frequent and disastrous occurrence that no special comment is necessary to emphasize the importance of maintaining a good moisture supply before and after planting. The effect of wax in preserving moisture in the bark and buds has been so pronounced and consistent that there is not the slightest doubt as to its value in this respect.

Hot paraffin wax has also been found to check molds and other saprophytic organisms on roses and some other shrubs in storage. This effect is probably due to the exclusion of air from the surface of the plant. In any case experience shows that roses dipped in wax at the proper temperature and in due time retain their freshness and plumpness right through to the planting season and when planted make a good response in growth and bloom. Favorable results have also been secured with several other kinds of trees and shrubs.

## No Injurious Effects

Prof. Neilson says that while he has not yet made careful study as to the effect of the wax on respiration, insofar as can be determined from observation on a large number of plants there does not appear to be injurious effect from the wax coating.

## Nurserymen Commend Treatment

Allen Nursery Co., Rochester, N. Y., reported that waxing of rose plants reduced mildew to the minimum and expressed belief that excessive evaporation in the case of any stock would be prevented.

J. I. C. Ilgenfritz, Monroe, Mich., "We have had many compliments on the way our rose plants started out, due to waxing. We believe your discovery of this wax treatment for roses and other tender stock will prove revolutionary."

Strong praise of the method was expressed by Edward G. Greening, Monroe, Mich.; B. & H. Nurseries, Three Rivers, Mich.; Cannon Nurseries, Hamilton, Ont.; Patmore Nursery Co., Brandon, Manitoba; Storrs & Harrison Co., Painesville, O.; Stark Bros., Louisiana, Mo.; Carroll D. Bush, Portland, Ore.; C. A. Simpson, Monticello, Fla.; C. V. Nurseries, Blackwell, Okla.; Edwin C. Tyson, Floradale, Pa.; Washington Nursery Co., Toppenish, Wash.; C. A. Krill, Prudential Nursery Co., Kalamazoo, Mich.

A. F. Lake, Shenandoah, Ia., Nurseries: "Undoubtedly roses will not dry out under ordinary handling in storage when the tops are dipped in paraffin."

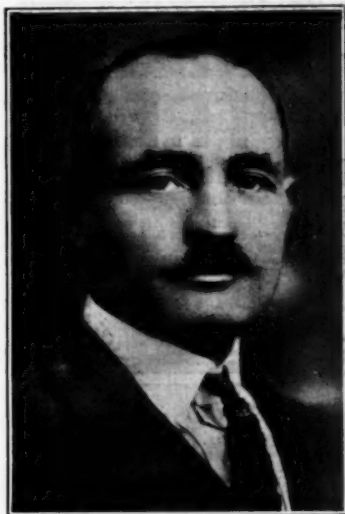
Onarga, Ill. Nursery Co.: "It costs in the neighborhood of 1½¢ per plant to do this work, but we have found it very effective in keeping roses from molding and drying up."

W. H. Harrison, Painesville, O.: "We were very much pleased with results of our limited test and feel that it is the coming thing for Nurserymen to use in a good many different ways."

C. A. Krill: "We had good effects in the case of waxing Silver-leaf maple trees."

## Parapin Wax

Edwin C. Tyson, Tyson Orchard Service, Floradale, Pa.: "An experience I had this past summer in bringing four or five old, stunted pin oaks from the wilds on to my lawn may be of interest. Mrs. Tyson is very fond of these trees and we have repeatedly tried to start them, with very poor success, and on this occasion after the trees were set and well watered, I painted them all over



Prof. J. A. NEILSON, East Lansing, Mich. President Northern Nut Growers Assn.

with the new elastic Parapin wax, manufactured by Walter E. Clark & Son, Milford, Conn., and distributed by us all over the country.

"I was led to do this after reading an article in the *American Nut Journal* by Prof. James A. Neilson, Extension Horticulturist of the Ontario Department of Agriculture, Port Hope, Ont., and which, under permission of the *American Nut Journal*, we reproduced as you will note by enclosed clipping from one of our four-page advertising letterheads.

"Going back to the original question, would say that although we had an exceptionally hot, dry season, particularly the latter, all of the pin oaks transplanted have made good growth and we have a great deal of faith in the efficiency of Parapin wax for this purpose."

## For Hot and Cold Weather

While the experiments were confined to cases of grafting Dr. Morris received numerous complaints that in very cold weather the wax cracked and fell off and in very warm weather the wax melted and ran off. He devised several mixtures which obviated the difficulty. On the subject Prof. Neilson outlines his still later experiences:

The wax used in the initial trials was ordinary paraffin wax sold under the trade name parapin. The wax can be bought in small packages of one pound at almost any grocery store; or can be obtained in large slabs in 250 pound bags from wholesale oil dealers.

Paraffin wax was found to be quite satisfactory when used in the late spring or early summer when the weather was not

cold, but for late fall or winter use it was not suitable because it cracked and flaked off. This defect was especially noticeable in dipping roses or trees in cold weather when the temperature of the wax fell below 160 degrees F.

## A Good Sticker

To avoid this difficulty a good sticker was found, that can be easily and cheaply purchased. The material is called Pick-Up-Gum and is used by canners to stick labels on cans. It is a very sticky plastic resinous material which mixes perfectly with paraffin wax and remains well in suspension. When used at the rate of 5 parts of paraffin wax and one part of gum a tough wax with good adhesive properties was produced. This combination adheres firmly to rose bushes and other shrubs and trees, and apparently is quite safe to use. At any rate no injurious effects are discernable up to date and in view of the nature of the gum it is likely to be safe on many other kinds of plants in the north. In the south where higher temperatures prevail some difficulty has been found with paraffin wax melting and running down the south side of the trees during very hot spells. Since the pick-up-gum has a slightly lower melting point than paraffin wax it might possibly add to the difficulty noted above. For these regions where very high summer temperatures are likely to occur it would be desirable to use a wax with a higher melting point such as Syncera wax. This wax is much the same as paraffin wax except that it has a melting point of 143 to 148° and is tougher and more adhesive. It is somewhat more expensive than paraffin wax, but even so it would only add a slight amount to the cost of treatment. Parapin wax has also been used in these trials and found to be very satisfactory.

## Safe Wax Temperature

In some of the articles written in 1928 a temperature of 160° F was suggested as being the maximum safe temperature. Recent observations, however, show that most plants will stand a temperature of 170 to 180° F without injury provided the plant is dipped in very quickly. When the wax is at a temperature of 170 to 175° it forms a very thin film over the plant which remains on for some considerable time. If the temperature falls below 160° F the wax forms a thick coating and is more likely to crack and flake off.

The good results secured with wax on deciduous trees suggested that it might be satisfactory to use on conifers. A small trial with young spruce trees in an active growing condition, showed that it is not safe to use warm wax on new growth though it may still be possible to use it when the trees are dormant. Further trials are planned with several species of conifers.

## Summary

1. Nurserymen and other tree planters have found it difficult to store and transplant certain kinds of trees and shrubs successfully.

2. These difficulties are due to various factors such as unfavorable weather conditions, molds, slow root formation and drying out of stock in storage and after planting.

3. Some of these difficulties may be overcome by the use of protective coatings on the above ground part of the trees and shrubs.

4. For this purpose paraffin wax or other similar waxes have been found satisfactory.

5. The cost of the treatment is small when properly applied.

6. It has also been found possible to revive transplanted trees, which were dormant for some time after they should have started into growth, by paraffin coatings.

7. Trials made by people living in widely separate places under varying conditions of weather, on many different kinds of deciduous trees and shrubs have given generally favorable results.



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Forsythia Asst., 2-3 to 4-5 ft..  
Tamarix Asst., 2-3 to 5-6 ft.  
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BARBERRY THUNBERGI—2 yr., 12-15 inch, 15-18 inch  
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# Mechanic's Lien, Cost Accounting, Chain Stores

Live Subjects for Nurserymen's Discussion Set Forth in President Howell's Annual Address at Convention of Southern Nurserymen's Association in Norfolk

In his annual address at the Southern Nurserymen's Association convention in Norfolk, Va., President S. R. Howell, Knoxville, Tenn., said:

"A subject that I would like to hear discussed at this meeting is an adequate uniform mechanic's lien law for our states. The planting of a place is just as much an actual improvement (if not more) as a furnace, a bath tub, a brick chimney, or what not, and, in my opinion, deserves at least an effort on our part to get our materials and labor added in on the lien that the carpenter, hardware and supply men have on the premises.

"Another subject which is always interesting is costs and cost accounting. What does it cost to grow an althaea? If you know you know what to quote, and if you don't know you are quoting on a guess and there seems to be a wide difference in guesses on althaeas as well as on many other varieties. We all know that we are making some profit on some things, but, are we, or do we know that we are not, losing on others, or have we ever tried to find out just where our profit comes in or where it goes? I would suggest first that we discuss this subject here, and next that we each try cost accounting on one block at least this year, keep the results before us and possibly report them next year thereafter. A full set of cost accounts would be top-heavy, but costs of a block or two varieties consistently kept would be illuminating to ourselves as well as to our fellow Nurserymen.

"Talking costs would logically lead up to the subject of selling price and there seems to be considerable difference of opinion in regard to that. I know of one concern that quoted roses last year at 20 to 35 cents but sold roses at eight cents each and a good many instances could be cited which are on a par with this one. Now I do not think that is good business or good for the Nursery trade. Our firm bought some of these roses at the quoted or list price but will probably not buy anything else from that firm as it makes too much difference in an order for 100 roses and one for 3000 roses. I believe that the quantity buyer should have some advantage in price over the mall buyer, but I doubt that the large occasional buyer should have any inside over the large Nurseryman who buys largely, but often places small fill-in orders. I think it is a well-known fact that the planter can get the wholesale price if he buys in good quantities. We have also been told by merchants that they get the wholesale price on plants for

their own planting and I think this is the wrong attitude. I would like to invite discussion on this very important aspect of the case.

"It is also a problem as to whether we should dump perfectly good stock on the department and chain store buyer at a price which will enable them to sell to the retail trade at less than our quoted wholesale price. I believe that the psychological ef-

fect on ourselves is bad when we do this and that we would probably make more money by burning our surplus rather than giving it away at the price some are getting. But, on the other hand, I sometimes doubt if the department store sales hurt our sales and have wondered if they did not even act as a stimulus to get planting started at places where they would probably not have planted otherwise."

## Filling Field Not Occupied By Nurserymen

Wiping out a misunderstanding, rather than settling a disagreement, is necessary between the Oklahoma Nurserymen's association and the state forestry commission, according to George Phillips, State Forester of Oklahoma, who returned hastily from his vacation to attend the summer meeting of the Oklahoma Nurserymen's Association in Muskogee.

"It is wrong for the state to in any way compete with the commercial Nurserymen," said Mr. Phillips. "I sympathize with them on that point, and agree with them. But I think that Oklahoma, with 43 other states and territories, is filling a field that the commercial Nursery does not fill.

"There is a real demand for the work we are doing. All the trees we have raised to date have been taken off our hands. We are very particular in making sales to individuals. All who buy trees from us agree that they will be used for woodlots, windbreaks or reforestation, and not for shade or ornamental trees, and that they will not be resold.

"There have been a couple of cases where this agreement was misunderstood, whether purposely or not I do not know. Naturally, those individuals will be sold no more trees. If Nurserymen will call to our attention any cases of abuse, we will be glad to hear of them, and stop selling trees to those individuals.

"In every case that we can, we encourage the sale of ornamental and shade trees that we do not sell, but that Oklahoma needs. Oklahoma needs to plant trees, especially in the western part of the state, where we do not have them. Some states encourage planting trees by reduction of taxes. Oklahoma has chosen this way.

"The Federal State Nursery does not attempt to break even. The prices most Nurserymen charge are entirely reasonable, but the trees cost more than farmers can pay for the kind of planting intended for these trees.

"We charge a small sum because if a man's pocketbook is interested, even to the extent of a few dollars or a few cents, he will take better care of the trees. Even wholesale prices are more than they can pay. It isn't that the Nurserymen's prices are too high, but that they are more than the farmers can invest at the present time.

"In 1929, we put out 80,000 trees. This spring, we sold 70,000 and we hope to put out another 100,000 this fall."

"The state Nursery, at Stillwater, which is given federal aid, does not attempt to get even wholesale prices for the trees."

Mr. Phillips pointed out that Alexander Legge, chairman of the farm board, has

recognized tree planting as a method of cutting down overproduction and good use of the land.

## Washington Anniversary

The United States Commission for the Celebration of the Two Hundredth Anniversary of the Birth of George Washington is an activity of the Federal Government, supported entirely by congressional appropriations. It has no commercial aspects whatever. The purpose of the Commission is to promote and organize throughout the United States a truly nation-wide celebration in honor of the founder of the American Government. This celebration is to begin February 22, 1932 and continue until Thanksgiving Day of that year.

President Hoover, Vice-President Curtis and the Speaker of the House are the commissioners. Lieut. U. S. Grant 3rd and Sol Bloom, associate directors, make this announcement:

"The Observance of the Bicentennial of George Washington's Birth is not to be in the form of an exposition or other material display. It is intended to be an expression from the hearts of all Americans of appreciation for the life and services of our nation's greatest citizen. The Commission is planning to aid this observance in every home, church, school and among all groups of people in every community, hamlet, town and city in the country. There is to be no concentration of effort in behalf of the National Capital or any other single city. Each state is to have a State Commission to work in cooperation with the National Commission. The movement is strictly patriotic, intended to revive among all our people a love of country and devotion to the ideals so strongly exemplified in the life of George Washington. The cause is for better citizenship and better Americanism among us all."

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# Reciprocity Relations With The Pacific Coast

May Result from Discussion of Present Conditions—Pennsylvania Nurserymen's Association Takes Up Quarantine and Educational Subjects at Summer Outing

Annual summer outing of the Pennsylvania Nurserymen's Association was held at the Nurseries of Adolf Muller, Norristown, Pa. During the morning the members, with their friends, representing a total of 84 persons, assembled to enjoy the genial hospitality of the host for the day. "Satisfying" drinks were served 'neath the old Ash Tree. Entertainment was provided by three comedians who were imported for the occasion and kept the crowd in a jovial disposition. A good dinner was served at the Valley Forge Hotel of Norristown, at which time there were addresses by two of the members of the Board of Trade of the city. Following lunch, a trip was made through the De Kalb Nurseries where blocks of many interesting items were observed. Some of the subjects discussed at the meeting were:

## For Training Nurserymen

Cooperation with Penn State College. A committee was appointed to offer suggestions where cooperation would be desired, and it was requested that a longer course of study be assigned to the prospective graduates or students of the college, with at least two years of work in Nurseries and florist establishments, in order to give them the practical experience. The second and fourth years of the six year term were assigned to study and work in Nurseries.

William Warner Harper cited evils of over production.

A check-up on the Pennsylvania Nursery interests completed by the State Agricultural Department [A. N. Aug. 15, p. 86] was read in part by the president of the association, Lester Needham, and a vote of thanks given Mr. Trimble of the Pennsyl-

vania Agricultural Department in appreciation of his labors in that connection.

## Reasonable Quarantine Regulations

J. Howes Humphreys, president of the Eastern Nurserymen's Association, gave an account of the excellent work which that group is doing in endeavoring to secure more reasonable quarantine regulations. It was voted to contribute \$150 from the treasury of the Pennsylvania Nurserymen's Association to assist in this work.

Reference was made to the excellent work done in New Jersey by bringing to the attention of Secretary of Agriculture Hyde in Washington the importance of considering the economic features of quarantines from all angles. It seems apparent that the cost of some quarantines is not justified judging from the results obtained and that it would be helpful to all concerned more carefully to compare the advantages and disadvantages before issuing a quarantine. It was felt that the State of Pennsylvania should lend its support and that a request be sent to our state secretary of agriculture asking for his consideration and cooperation in support of this movement.

## Pacific Coast Relations

A. E. Wohlert stated that it was practically impossible for eastern Nurserymen to ship products to the Pacific Coast states because of the quarantines and strict inspection regulations enforced there. This was felt to be an economic injustice to the eastern Nurserymen and it was strongly urged that Nurseries in this section do as much of their buying as possible from local sources.

One speaker recognized the fact that the Pacific Coast Nurserymen are organizing a selling campaign in the east, [A. N. July 15, p. 38] and in order to save expense all the subscribers to the campaign arrange for salesmen to sell the united crops of the subscribers' Nurseries in the eastern mar-

ket. Yet, it was remarked, Pacific Coast quarantines are so stringent that stock from eastern sections is so thoroughly inspected there that it has slender chance of living when planted out. Moreover, Pacific Coast quarantines exclude all fruit trees from the east.

The winter meeting will probably be held at Harrisburg in conjunction with the State Agricultural Show in the new building to be erected for the purpose.

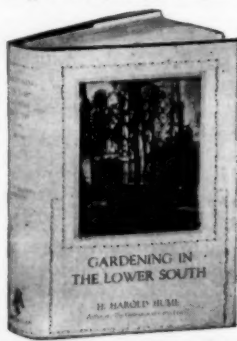
Among those present at the Norristown outing were:

B. F. Barr, Albert O. Bruckhart, N. S. Stephens, H. Milford Charles, John M. Shoeff, Lancaster; Mr. and Mrs. John L. Lockhard, Mountville; J. W. Root, Wayne Walter, B. R. Krieder, Manheim; Edwin Matthew, Louis V. Strassburger, Charles B. Felton, Out Door Arts Co., Chestnut Hill; William A. Alcorn, Jr., Norman K. Hibbs, Jr., C. E. Klein, Ambler Nurseries; J. H. Humphreys, Wm. Warner Harper, Thomas Marshall, Joseph Schwab, Andorra Nurseries; Peter Aalfs, Anton Boot, Adolf Muller, Eugene Muller, DeKalb Nurseries, Norristown; William H. Doyle, Wm. H. Doyle, Jr., Paul Doyle, Berwyn; John Ryken, Verkade's Nurseries, Paterson, N. J.; William F. Cope, West Grove; Frank E. Felt, Newark, N. Y.; Verkade's Nurseries, New London, Conn.; Emile Engleman & Son, Altoona; A. E. Wohlert, Miss E. Patience Wohlert, E. J. Albrecht, John Albrecht, Narberth; W. W. Baker, Mont Alto; E. J. Brouse, Norristown; James R. Gillen, Ambler; C. R. Krewson, Jr., Floyd S. Platt, Morrisville; E. J. Doyle, Berwyn; L. W. Needham, M. Boardman, Weiser Park; Joseph W. Thomas, Edwin W. Thomas, King of Prussia; J. Franklin Meehan, Miss Jeannette Meehan, Mt. Airy; C. Koenkoop, Thomas J. Oberlin, John R. Lambert, Reuben H. Oberlin, Sinking Springs; William W. Long, Elkins Park; George B. Sleisman, Herbert J. Fisher, Willow Grove; Harold O. Carver, N. D. Leiser, W. S. Carver, Bethlehem; J. E. Strickler, York; George E. Stein, Walter F. Stein, Wrightsville.

**Railroad Rates**—Widespread opinion that eastern railroads will obtain important increases in revenue as a result of the Interstate Commerce Commission's recent Eastern Class Rate decision has been effectively denied by a petition the carriers have filed asking for a modification of the decision. The petition not only denies that increased revenue will accrue to the carriers from the new rates, but expresses the fear that the railroads will not be able to maintain even normal revenues under the rate revision proposed.

The AMERICAN NURSERYMAN is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

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| Chinensis  | 8-10 "     | xx .12 |        |      |
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| Chinensis  | 12-18 "    | xx .20 |        |      |
| Chinensis pfitzeriana                              | 4-6 "      | x .13  |        |      |
| Chinensis pfitzeriana                              | 8-10 "     | xx .17 |        |      |
| Chinensis pfitzeriana                              | 10-12 "    | xx .22 |        |      |
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| Communis depressa                                  | 8-10 "     | xx .15 |        |      |
| Communis depressa                                  | 10-12 "    | xx .20 |        |      |
| Communis depressa aurea                            | 6-8 "      | xx .20 |        |      |
| Communis depressa aurea                            | 8-10 "     | xx .35 |        |      |
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| Communis depressa plumosa                          | 8-10 "     | xx .20 |        |      |
| Communis hibernica                                 | 10-12 "    | xx .12 |        |      |
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| Excelsa stricta                                    | 8-10 "     | xx .30 |        |      |
| Horizontalis douglasii                             | 6-8 "      | xx .15 |        |      |
| Horizontalis douglasii                             | 8-10 "     | xx .20 |        |      |
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| Sabina   | 8-10 "     | xx .20 |        |      |
| Sabina horizontalis                                | 6-8 "      | xx .20 |        |      |
| Sabina horizontalis                                | 8-10 "     | xx .25 |        |      |
| Sabina von ehron                                   | 8-10 "     | xx .35 |        |      |
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| Scopulorum   | 10-12 "    | xx .25 |        |      |
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| Virginiana   | 12-18 "    | xx .30 |        |      |
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| Virginiana pyramidalis                             | 6-8 "      | xx .20 |        |      |
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| Canadensis albertiana                              | 6-8 "      | xx .08 |        |      |
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| Excelsa  | 6-8 "      | x .05  |        |      |
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| Excelsa  | 10-12 "    | x .08  |        |      |
| Excelsa  | 12-18 "    | xx .12 |        |      |
| Excelsa  | 18-24 "    | xx .16 |        |      |
| Pungens  | 8-10 "     | xx .13 |        |      |
| Pungens  | 10-12 "    | xx .15 |        |      |
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| Nigra  | 10-12 "    | x .12  |        |      |
| Nigra  | 12-18 "    | xx .25 |        |      |
| Nigra  | 18-24 "    | xx .30 |        |      |
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| Strobilus  | 12-18 "    | xx .20 |        |      |
| Sylvestris   | 8-10 "     | xx .06 |        |      |
| Sylvestris   | 12-18 "    | xx .20 |        |      |
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| Cuspidata nana                                     | 6-8 "      | xx .30 |        |      |
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| Chinensis pyramidalis blue                         | 1 yr.      |        |        |      |
| Chinensis pyramidalis green                        | 1 yr.      |        |        |      |
| Chinensis sargentii blue                           | 1 yr.      |        |        |      |
| Chinensis sargentii green                          | 1 yr.      |        |        |      |
| Communis depressa, vase shaped                     | 1 yr.      |        |        |      |
| Communis depressa aurea                            | 1 yr.      |        |        |      |
| Communis depressa prostrata                        | 1 yr.      |        |        |      |
| Horizontalis douglasii                             | 1 yr.      |        |        |      |
| Japonica   | 1 yr.      |        |        |      |
| Sabina horizontalis                                | 1 yr.      |        |        |      |
| Sabina von ehron                                   | 1 yr.      |        |        |      |
| Moonlight Juniper                                  | 1 yr.      |        |        |      |
| Hill's Silver Juniper                              | 1 yr.      |        |        |      |
| Squamata meyeri                                    | 1 yr.      |        |        |      |
| Virginiana cannarti                                | 1 yr.      |        |        |      |
| Virginiana elegantissima                           | 1 yr.      |        |        |      |
| Virginiana glauca                                  | 1 yr.      |        |        |      |
| Virginiana pyramidiformia hilli                    | 1 yr.      |        |        |      |
| Virginiana schotti                                 | 1 yr.      |        |        |      |
| <b>PICEA</b>                                       |            |        |        |      |
| Pungens kosteri                                    | 1 yr.      |        |        |      |
| <b>A FEW LEADERS IN BALLED AND BURLAPPED SIZES</b> |            |        |        |      |
| <b>ABIES</b>                                       |            |        |        |      |
| Concolor   | 1-1 1/2 "  | xx B&B | \$1.00 |      |
| <b>JUNIPERUS</b>                                   |            |        |        |      |
| Chinensis  | 1-1 1/2 "  | xx B&B | .60    |      |
| Chinensis pfitzeriana                              | 1-1 1/2 "  | xx B&B | .75    |      |
| Chinensis pfitzeriana                              | 1 1/2 -2 " | xx B&B | 1.00   |      |
| Chinensis pyramidalis blue                         | 1 1/2 -2 " | xx B&B | 1.25   |      |
| Chinensis pyramidalis blue                         | 2-2 1/2 "  | xx B&B | 1.50   |      |
| Chinensis pyramidalis green                        | 1-1 1/2 "  | xx B&B | 1.25   |      |
| Chinensis sargentii green                          | 10-12 "    | xx B&B | 1.15   |      |
| Chinensis sargentii green                          | 1-1 1/2 "  | xx B&B | 1.40   |      |
| Communis depressa                                  | 1 1/2 -2 " | xx B&B | .75    |      |
| Communis depressa aurea                            | 10-12 "    | xx B&B | .90    |      |
| Communis depressa plumosa                          | 1-1 1/2 "  | xx B&B | .90    |      |
| Communis hibernica                                 | 1-1 1/2 "  | xx B&B | .75    |      |
| Communis suecica                                   | 1-1 1/2 "  | xx B&B | .75    |      |
| Excelsa stricta                                    | 10-12 "    | xx B&B | .90    |      |
| Excelsa stricta                                    | 1-1 1/2 "  | xx B&B | 1.10   |      |
| Japonica   | 1-1 1/2 "  | xx B&B | 1.00   |      |
| Sabina   | 1-1 1/2 "  | xx B&B | 1.25   |      |
| Sabina horizontalis                                | 1-1 1/2 "  | xx B&B | 1.25   |      |
| Sabina von ehron                                   | 1-1 1/2 "  | xx B&B | 1.40   |      |
| Hill's Silver Juniper                              | 1 1/2 -2 " | xx B&B | 1.75   |      |
| Squamata meyeri                                    | 10-12 "    | xx B&B | 2.00   |      |
| Virginiana   | 1 1/2 -2 " | xx B&B | .90    |      |
| Virginiana cannarti                                | 1 1/2 -2 " | xx B&B | 1.25   |      |
| Virginiana elegantissima                           | 1-1 1/2 "  | xx B&B | 1.75   |      |
| Virginiana glauca                                  | 1 1/2 -2 " | xx B&B | 1.25   |      |
| Virginiana pyramidiformia hilli                    | 1-1 1/2 "  | xx B&B | 1.25   |      |
| <b>PICEA</b>                                       |            |        |        |      |
| Canadensis   | 1 1/2 -2 " | xx B&B | .50    |      |
| Canadensis albertiana                              | 1-1 1/2 "  | xx B&B | .75    |      |
| <b>PINUS</b>                                       |            |        |        |      |
| Mughus   | 10-12 "    | xx B&B | .50    |      |
| Mughus   | 12x12 "    | xx B&B | .75    |      |
| Sylvestris   | 1 1/2 -2 " | xx B&B | .40    |      |
| <b>PSEUDOTSUGA</b>                                 |            |        |        |      |
| Douglasii  | 1 1/2 -2 " | xx B&B | .50    |      |
| <b>TAXUS</b>                                       |            |        |        |      |
| Cuspidata  | 1-1 1/2 "  | xx B&B | 1.50   |      |
| <b>THUYA</b>                                       |            |        |        |      |
| Occidentalis                                       | 1 1/2 -2 " | xx B&B | .40    |      |
| Occidentalis                                       | 2-3 "      | xx B&B | .50    |      |
| Occidentalis pyramidalis                           | 1 1/2 -2 " | xx B&B | .75    |      |
| Occidentalis pyramidalis                           | 2-2 1/2 "  | xx B&B | 1.00   |      |
| Occidentalis woodwardi                             | 12x12 "    | xx B&B | .65    |      |
| <b>TSUGA</b>                                       |            |        |        |      |
| Canadensis   | 1 1/2 -2 " | xx B&B | .75    |      |
| Canadensis   | 2-2 1/2 "  | xx B&B | .90    |      |

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